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# Worldwide Report

TELECOMMUNICATIONS POLICY,  
RESEARCH AND DEVELOPMENT

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26 April 1984

WORLDWIDE REPORT  
TELECOMMUNICATIONS POLICY, RESEARCH AND DEVELOPMENT

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# MICROWAVE 'MINI-LINK' APPLICATIONS REPORTED

Canberra THE AUSTRALIAN in English 5 Mar 84 p 15

[Text]

The demands for more effective technology for space and defence applications have brought new products to the commercial market, particularly in the area of communications.

Typical of this kind of space race spin-off is MINI-LINK, a low-cost, medium-range microwave transmission system manufactured by Ericsson Information Systems, one of the leading suppliers of telecommunications equipment in this country.

The MINI-LINK system offers high quality data, voice or video transmission over a line-of-sight distance of up to 30km, using single units mounted in one self-contained installation on a small tubular steel mast. No antenna towers, large dish reflectors or wave guide feeders are required.

Applications of the system are obvious where low-cost communication links are needed over medium distances.

Ericsson's senior transmission engineer in Australia, John Platts, said: "MINI-LINK will do for microwave systems what microprocessor technology did for the main-frame computer industry. Previously, only major corporations could afford microwave links because of the heavy cost and installation time."

MINI-LINK can handle up to 120 voice channels using Frequency Division Modulation (FDM) or Pulse Code Modu-

lated (PCM) channels, a complete video channel including 60 control signals, plus speech channel.

This makes the system ideal for a range of applications including:

**SECURITY:** television coverage by remote control cameras for offices, factories, airports, defence installations, industrial complexes and public places, both internal and external.

**DIGITAL data transfer:** telemetry and computer data transfer for general purpose commercial use where it is uneconomical or impractical to lay cables (the standard 30 or 120 channel PCM and 24 or 120 channel FDM mode are both ideal for telecommunication services).

**REMOTE radar operation:** broad-band radar systems can use MINI-LINK systems to aid aircraft and ship control as well as many other remote radar transmission needs, without affecting the video, by means of a bandwidth compressor unit.

Telecom started installing MINI-LINK systems throughout Australia last year to solve transmission problems in the private network. The system can also supply an answer to the shortage of telephone cabling in certain areas.

There is nothing complicated about installation of the system. The unit is placed on the rooftop of a building to provide direct line-of-sight connection to a local Telecom ex-

change. It can be installed quickly and without permanent structures as an emergency or short-term solution and can be used while waiting for cables to go in.

Cost-effectiveness is claimed on the basis of the all-in-one construction.

Electronics and antenna are combined in a compact mast-head unit which does not require waveguides between them. No expensive buildings are needed to house complicated electronics, and large expensive transmission masts are eliminated.

Being completely solid state and "unitised", it also eliminates maintenance.

One of the big advantages of the system in commercial use is its portability and ability to expand, using an adaptor kit for multiple hops with branch drops along the way.

In this way, companies involved in outback work such as pipeline construction or offshore oil exploration can provide crews on the job with complete access to base office telephones and data processing facilities.

According to the manufacturers, only the most extreme weather conditions have any effect on performance.

Overseas, MINI-LINK has already been installed to transmit on-the-spot TV pictures of robberies or burglaries to central police operations rooms, cutting police response times; to control high-capacity vehicle ferries by

operating traffic signals direct from the ferry's bridge; to provide central control for a series of seaport lifting bridges and locks; to connect rural mobile and fixed communication links; and to solve telecommunication network problems over water or difficult terrain where cabling would be impossible or impractical.

Ericsson is marketing MINI-LINK in Australia with an eye to the country's widespread geographic and population distribution and the urgent need for low-cost communication technology.

Mr Platts will describe the new Ericsson MINI-LINK equipment to delegates attending the conference associated with ATUG '84 in Melbourne next week. A four-page ATUG supplement in *The Australian* tomorrow will outline some of the features of this first annual Australian Telecommunications Users' Group meeting.

ATUG's initiative in bringing the leading suppliers and experts in telecommunications together in this way promises to make the show one of the major events of the annual technology calendar.

CSO: 5500/4377

## THAILAND

### POTENTIAL IMPACT OF LAO TV ON NORTHEAST NOTED

Bangkok THAI RAT in Thai 18 Jan 84 pp 1-7

[Text] The country folks in the Northeast have turned to Lao television in great numbers after it has been on the air for just over a month. The Department of Public Relations is preparing to spend more than 200 million baht on the improvement of Channel 4, in Khon Khaen Province--both its transmission power and programming--to attract northeasterners back to Thai television.

Pol Lt Charn Manutham, minister attached to the Prime Minister's Office, yesterday (17 January) told reporters at the Government House with regard to the television stations in Laos, that originally Laos did not have a television station and that the television station in Laos today was built by the Soviet Union. But the Lao people did not like Soviet television because it was in Russian, so they tuned in to Thai television. However, Laos recently received aid from Hungary, Russia and Vietnam in setting up a television station which began televising last 1 December. It has transmission power of 100 kilowatts, whereas the Thai television station in Khon Khaen has transmission power for only 10 kilowatts. Moreover, Laos has televised for both the 525-line and 625-line systems. The broadcasts included cultural, entertainment, news and propaganda programs of the party's policy. The broadcast is in Lao 2 days a week, Wednesdays and Saturdays from 13:00 to 22:00.

Pol Lt Charn Manutham said that when the Lao television station went on the air, our country folks in the northeast were able to tune in to it and the broadcast language was understood by them. What we need to do is to find out as to what we can do in order to attract the Northeasterners back to our television, he said. And he said the Department of Public Relations has been notified to improve its television programming in the northeast as well as to increase its transmission power. This is designed to prevent interference because the telecast of the department's Channel 4, Khon Khaen, has been jammed so much that the pictures are not clear. Regarding this, the department has been asked to urgently solve the problem of jamming. The department has also been asked to make improvements so that Channel 4 would be popular among the Northeasterners. This is because at present Channel 4 has low efficiency, so the Northeasterners are only watching color television on Channel 7 and Lao television. There must be improvements because it is not possible to ban the people from watching Lao television. Also, Lao television is telecast on the same system as ours.

In addition, Police Lieutenant Charn said that since the Department of Public Relations was asked to bring about improvements of Channel 4, the department has now submitted its projects for such improvements and proposed a budget of 200 million baht, which Police Lieutenant Charn himself has approved. The budget request will now be submitted to the National Budget Office so that the money can be made available and the department can proceed with its projects. Police Lieutenant Charn also said that the Lao television station will need time for its development, which will be completed in 1985; but the Lao station has already begun broadcasting. We, therefore, have to accelerate our improvement. He said when the money is available the department will get to work immediately. Also, members of Parliament from the northeast have made a request for the same kind of accelerated improvements. When reporters asked if there would be any proposal for the lifting of the ban on evening broadcasts currently in effect, Lieutenant Charn said that at present the television in the south is allowed to broadcast in the early evening. The northeast will be given the same special consideration because Laos begins its broadcast at 1:00 pm. All of these matters will be submitted for consideration by the cabinet, he said.

12282

CSO: 5500/4366

## THAILAND

### MEASURES TO FIGHT LAO TV BROADCASTS PLANNED

Bangkok THAI RAT in Thai 26 Dec 83 pp 1, 14

[Text] The director general of the Department of Public Relations revealed the guidelines for tackling the problem of Russian television being televised to the northeast saying the problem is being solved with swiftness. There is an urgent 200-million-baht project to solve the problem by increasing the transmission power in the northeast over a period of 3 years. With regard to the lifting of the ban on television broadcasting in the early evening, he said it was a policy matter. Gen Thianchai Sirisamphan, assistant commander in chief of the Army, suggested that the problem be solved the way the problem of the south was solved, that is, the northeast should be allowed to televise in the early evening. However, Channel 7 proposed that the ban be lifted altogether.

Mr Danai Siyapai, director general of the Public Relations Department, told reporters in Chiang Rai Province that in regard to the solution of the problem of Laos televising Russian television programs to the northeast, action has been taken to find ways to solve the problem and the matter has been submitted for consideration by the meeting of the National Security Council. There are many ways to solve this problem. He said the department has an urgent project to solve the problem over a period of 3 years through the National Security Council using a budget of 200-250 million baht. This money would be spent on increasing the transmission power of the Khon Khaen station. Its original transmission [power] is only 10 kilowatts. At the same time, the transmitters at Udon and Ubon will be changed. But the transmitter at Khon Khaen will be changed first; this will be done in 1984. As for the ban on early evening telecasts, it is also being considered by the Committee on the Administration of Radio and Television.

The reporters repeated that they [Laos] broadcast when we do not broadcast. Will the ban be lifted? Mr Danai responded that whether the broadcast time will be changed or not is a matter of government policy. During the time of our broadcast, there is no doubt that the people will tune in to our television broadcasts. In the south, there used to be the same kind of problem, but not any longer.

Gen Thianchai Sirisamphan, assistant commander in chief of the Army, commented that the northeast never had this problem because the other side did not televise any television programs. But now they are televising and it has become a problem since they can inject any message without our knowledge.

The experience in the south should be used to approach this problem, that is, the south was allowed to broadcast during the early evening in spite of the ban and the problem was solved. This was a specific solution to a problem occurring along the border area. Now that there is no electricity crisis, television stations should be allowed to televise in the early evening.

Mr Chartchua Gunnasut, manager of Channel 7, said if the station should be asked to televise programs only for the northeast in order to counter the telecasts from outside the country, it could do so without any problem. He said our techniques and programs were much better. At present, when we go on the air there is no problem at all; outside of the country programs appear only when we sign off, he said. If Channel 7 is to broadcast only for the northeast during the time when the ban is applicable, it would be better to lift the ban entirely so that there is no reluctance.

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CSO: 5500/4366

THAILAND

PLANS TO EXPAND RADIO STATION NOTED

Bangkok BAN MUANG in Thai 3 Jan 84 pp 1, 16

[Text] The Department of Public Relations will spend 3 years improving its efficiency and will expand its broadcast to far away localities using a budget of 276 million baht.

Regarding this, it is reported that at present the Public Relations Department, an important communication instrument of the government, is not yet able to work well to achieve the goals set forth by the government nor is it able to cover wide areas. This is because the machines and tools it currently has are old and deteriorating. The department cannot broadcast to some areas in the country. Some neighboring countries have now installed a transmitter with greater transmission power than Thailand's so that the receivers of listeners in the border areas are jammed by the broadcasts of neighboring countries; listeners in the border areas, as a result, cannot tune in to the department's broadcasts. If this is allowed to continue, it will create a damaging psychological effect.

Because of this, the performance of the Department of Public Relations needs to be improved and advanced. It should not be done in an indifferent manner, which would be meaningless. Moreover, the efficiency of the instruments and transmitters must be improved. Also, the problem of personnel must be corrected so that there are enough people for the department. There is an urgent need for a blue print. Ways must also be sought to solve the problem of neighboring countries' jamming of our broadcasts. To solve this problem, the department will install high-powered transmitters in Udon and Ubon Ratchathani provinces, as well as building broadcasting stations in Haat Yai and Yala. These projects are to be completed sometime in January 1984. As for the 3-year 276-million-baht project, it will include the construction of radio stations throughout the country, the broadcasts of which will reach every village as called for by the government's policy.

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CSO: 5500/4366

THAILAND

NUMBER OF HIGH-FREQUENCY RADIOS TO BE INCREASED; USES NOTED

Bangkok MATICHON in Thai 26 Dec 83 p 2

[Text] The Communications Authority of Thailand started a high-frequency radio installation service in many provinces. Such radios can be installed in buildings, houses, and vehicles at sea, and they are used to report on safety and weather 24 hours a day.

The Communications Authority of Thailand said it has increased the service of high-frequency radios in Ubon Ratchathani, Chaiyaphum, Ranong, and Suphanburi provinces by adding one more channel. Any interested government agencies or private businesses may ask for detailed information or ask to rent a radio from the service station at the post offices of the mentioned provinces.

Moreover, at the city of Pattaya, a radio service has been established to communicate with ships at sea; this service can relay up-to-date information on the safety of life and property on the ships at sea or report on the weather to the people on shore or to the ships at sea 24 hours a day. This is done with a very-high frequency [VHF] radio. Interested parties may contact the radio service, the sea-going ships, the Pattaya communications service center, or the Bangkok-Thonburi radio for sea-going ships stations.

This type of radio can be installed in vehicles, houses and buildings as well as in companies. If installed in a factory, it can communicate within the range of 100 kilometers from the service station. If installed in a vehicle, the radio will have a range of communication of 50 kilometers from its location. And it can also communicate through the long distance telephones of the telephone organization. Communication can be carried out through an operator of the radio service station.

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CSO: 5500/4366

## THAILAND

### DIRECT DIAL TO MALAYSIA, AREA CODES NOTED

Bangkok SIAM RAT in Thai 20 Dec 83 p 2

[Text] The Thai-Malaysian telephone officials held a meeting at Phuket to strengthen close contact and to prepare to expand communications techniques. The south is happy that it can now dial direct across the border to Malaysia.

On 19 December at 9:00 am, the Telephone Organization of Thailand opened a meeting with Malaysian telephone officials in the conference room of the Pearl Phuket Hotel. The Thai side was headed by Mr Chalor Manee-in, director of the Planning and Project Division of the Telephone Organization of Thailand, who presided over the opening ceremony; the Malaysian side was represented by a delegation headed by Mr Davu Bin Ishart, director general of the Telecommunications Department of Malaysia. There was a total 27 Thai and Malaysian officials participating in the conference.

This conference put an emphasis on providing services for automatic telephone access for long distance across the border from Thailand to Malaysia where telephone users can dial direct without the assistance of the operator. This is done by way of under water cable making it convenient and economical for users. And it is also something to be considered for future expansion plans.

Reports said that the conference decided to reduce service rates from eight to two rates, and the areas of each country would be divided into two zones, north and south.

In Thailand, for provinces in the southern zone with the four area codes, 074, 075, 076 and 077, if they make a long distance call to Kaula Lumpur and Penang in Malaysia, they will be charged at the rate of 15 baht per minute. But if they make a long distance call to areas outside that parameter they will be charged at the rate of 30 baht per minute. Likewise, for a long distance call from areas outside the four area codes, it will be charged at the rate for a call from outside into Phuket plus the rate from Phuket to the target areas in Malaysia.

This type of service has been in effect since last 16 December.

In addition, the telephone organization reported that the installation of the four area codes with automatic access was the last one. Other regions have already had such system installed.

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CSO: 5500/4366

SATELLITES TO BE USED TO COMBAT FLOODS

Bangkok SIAM RAT in Thai 17 Dec 83 p 1, 12

[Text] Committee analysis said satellite pictures could be used to solve flood problem. Details are being urgently studied to prepare solutions for future floods.

Dr Joomphon Sawadiyakon, secretary general of the National Research Office, yesterday told reporters at the Ministry of Sciences about the office's solution to the flood problems. "At present we can study the picture taken by satellites. Thailand's station can receive signals from satellites every 16 days. These pictures received from the signals indicate the flows of water, high and low lands as well as very low-lying and not so very low-lying areas, and the directions in which the rain waters flow," he said.

Dr Joomphon said these satellite pictures can be used for planning to solve future flood problems. The pictures will indicate floods in some areas as well as where the water level has receded. "There is a correlation between floods and the high and low areas of the land. The very high areas will not be flooded, and the low-lying areas will be badly flooded. This can very well tell the direction in which the water can be released," he added.

As for the nature of the floods, whether they are up or down, it can be seen within 16 days. "For example, pictures received from the satellite signals on 4 November 1983 indicated the floods on major roadways as well as many areas in Bangkok. They also indicated that it was like to release water into new canals enabling us to determine the building of more new canals," Joomphon said.

Dr Joomphon said the Meteorological Committee of the National Research Office will take part in the study of the details of the methods and plans to be used in the solution of the flood problems with other concerned research agencies such as the Greater Metropolitan City of Bangkok and the Irrigation Department with financial support coming from the Bangkok Bank. "The Bangkok Bank notified the office of its willingness to provide unlimited amount of financial support for the research and analysis of solutions to the flood problems. It is expected that a lot of expenses will be required for the research," said Dr Joomphon.

Mr Chavalit Rungsaeng, senator and official attached to the Office of the Prime Minister's Secretary, disclosed to SIAM RAT on 15 December that he had submitted a note to the prime minister asking him to find ways to help farmers in the Bangkok vicinity who were affected by the floods. The areas for plantation that were affected, the survey revealed, amounted to 300,000 Rai, and the damages were estimated at 300 million baht. Farmers are suffering, and he, as a member of the Senate's Special Committee on Career Promotion for Bangkok, proposed to the executive branch that they find ways to help farmers in trouble. Some government agencies denied their responsibilities saying they lacked money. Therefore the prime minister has been asked to urgently find ways to help farmers so that their sufferings might be relieved.

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CSO: 5500/4366

## INTERNATIONAL AFFAIRS

### BRIEFS

PAKISTAN-UAE TELECOM TALKS--ISLAMABAD--A high-level meeting of experts from the UAE began here yesterday to improve telecommunication facilities between the two countries. A four-member UAE delegation from the communications department headed by Emirtel general manager, and a five-member team of officials from the Pakistan Telephone and Telegraph Department opened the talks, expected to last three days. Pakistan and the UAE would be linked by a submarine cable by the end of next year, according to official sources here. Yesterday, the two sides discussed technical and communication issues concerning capacity cable link to be laid between Karachi and Fujairah. The talks also covered improvement and expansion of existing telecommunications facilities. The submarine cable link would provide high quality channels for the telex and telephone traffic between the two countries. [Text] [Dubayy KHALEEJ TIMES in English 29 Jan 84 p 1]

CSO: 5500/4511

BRIEFS

AUTOMATIC TELEPHONE EXCHANGES--Chapainawabganj, Mar 18 (BSS)--The DCMLA and Minister for Communications, Rear Admiral M.A. Khan, said here Saturday that the government had given wide importance on the extension of telephone services as one of the vital means of communication in the country. He said this communication facility had been extended to a large area on a wider scale and in 1983 alone 62 new telephone exchanges were set up by the present government. Admiral Khan was speaking after inaugurating three automatic telephone exchanges with capacities of 400 lines at three places in Chapainawabganj, Natore and Chuandanga districts. He said important towns including Dhaka, Chittagong, Kulna and Bogra were brought under national dialing system and for the first time international dialing had been introduced. The DCMLA said telephone exchanges were set up in 332 upazilas so far and the rest upazilas would be provided with such facilities by July this year. Necessary equipments have been brought in from abroad for this purpose, he added. [Text] [Dhaka THE NEW NATION in English 20 Mar 84 p 2]

CSO: 5500/7116

## COMMUNICATIONS OFFICIAL TELLS PROGRESS IN STD

New Delhi PATRIOT in English 21 Mar 84 p 5

[Text]

Deputy Minister for Communications, V N Patil said in the Lok Sabha on Tuesday that 299 out of 600 qualified stations (places) in the country have been provided with subscriber trunk dialling (STD) facilities as on 31 January this year, reports PTI.

He told Mr N K Shejwalkar during the question hour that in Madhya Pradesh 24 of the 35 districts had been provided with STD facilities. The remaining 21 manual exchanges were being converted into automatic exchanges on priority basis before extending the facilities.

Minister of State for Communications, V N Gadgil said that priorities had been laid down for providing STD connections between State capitals and Delhi, district headquarters and respective State capitals and district quarters within 300 km of Delhi and 200 km of Bombay, Calcutta and Madras to the respective metropolitan centres.

He told Mr Sontosh Mohan Deve that his Ministry was giving priority to north-eastern regions.

Minister of State for Communications, V N Gadgil said that the Government has decided not to expand the existing crossbar and strowger systems.

However, no decision had been taken regarding phasing out of the production of crossbar telephone exchange equipment, he said.

He said the total requirement during the Seventh Plan would be 80 lakh lines while the production would be to the tune of 41 lakh lines. "Hence, it is not possible to completely close down the crossbar and strowger systems," he said.

Mr Gadgil said electronic exchange system offered better reliability and performance besides other advantages as compared to the crossbar exchange system.

He said metro cities, subject to adequate allocation of funds, by and large were likely to be covered by the electronic system by the turn of the century.

Mr Satish Agarwal claimed that the French technology being acquired by India was ten-year old.

CSO: 5500/7115

## BRIEFS

TV TRANSMITTERS--About 180 television transmitters would be installed in various parts of the country by the end of the year as part of the TV expansion program. This was announced by the information and broadcasting minister, Mr. H. K. L. Bhagat, in the Lok Sabha on 17 April while replying to the discussion on the budgetary demands of his ministry which were later passed by the House. [Excerpt] [Delhi Domestic Service in English 1230 GMT 17 Apr 84 BK]

CABLE LINK WITH UAE--India and the UAE have agreed to have a submarine telephone cable between the two countries for communication. The cable connecting Bombay will be approximately 1,100 nautical miles long and have a capacity of around 1,200 telephone circuits. A memorandum to this effect was signed in Bombay by the director general, Overseas Communications Service and the general manager, Emirates Telecommunications Corporation. [Text] [Delhi General Overseas Service in English 1000 GMT 15 Apr 84 BK]

CSO: 5500/4718

MALAGASY PARTICIPATION IN PANA FORMALIZED

Antananarivo MADAGASCAR-MATIN in French 14 Mar 84 p 2

[Remarks presumably by the director general of PANA at the formalization of Madagascar's membership in that organization; date and place not specified]

[Text] PANA [PAN-AFRICAN NEWS AGENCY] and Madagascar?  
Madagascar paid its contribution four times (since 1980)  
before signing the agreement marking its official entry  
into PANA as a full member.

This agreement is being signed in these days of uncertainty and affliction concerning the ability of Africans to seize destiny firmly and direct it resolutely toward the paths leading to African unity and to open the doors to new hope for Africa's young people in search of a new ideal, a great dream, and great action.

Renewed and updated pan-Africanism can meet that goal if it gives rise to genuine African awareness: a powerful motivating force that will allow every son of Africa and every daughter of Africa vigorously to assume his or her share of responsibility in achieving our indispensable unity. That unity alone is capable of ensuring a real and solid future for our children on this continent of ours. It alone is also capable of enabling Africa to contribute its own positivity to the world and straighten out our shortcomings, weaknesses, and divisions.

By establishing a new link between Madagascar and the continent, the PAN-AFRICAN NEWS AGENCY would like to help develop greater knowledge and increased awareness concerning the economic, social, and cultural problems of our peoples, who, being enriched by their different experiences, could improve their strategies in their everyday struggle to conquer a little more space in the areas of well-being and a better life.

Toward that end, we must organize our information network and produce for ourselves information that is adapted to and in keeping with our needs--information built on our own way of thinking and written in our own way of expressing ourselves. This is because we desire so greatly to safeguard, in our style, all those values and nuances which make African culture the most dynamic, the most alive, and the most masterful of all those that powerful information media are trying desperately to impose on us.

It is a force that will enable us to resist those efforts at intellectual destabilization on the part of the countries in the North in their vague impulse to dominate Africa and divide it up among themselves.

As one of the projects held up as a means to the decolonization, demonopolization, and democratization of information, PANA would like to participate in this great battle of the last quarter of this century--the winning of minds, for which such great arsenals are being deployed in the field of publishing, radio, and television. Thanks to the development of telecommunications, that field of activity will soon arrive to upset and disrupt our lines of defense and carry our inhabitants away with enticements likely to break their stride in their efforts at self-centered development as well as their efforts to draw closer to other African countries.

Mr Minister, if we succeed, through our information activities, in forming our young people in such a way that they can transform Africa, in creating a new race of men among the sons of Africa, in creating a new race of women among the daughters of Africa, and in shaping their minds so that a new Africa will emerge--one reconciled with itself, organized, thinking, and responsible--then surely PANA will have been the symbol of promises kept, because it will have been the decisive instrument in the establishment and solidarity of African unity.

That is why today's ceremony, an act of great political significance, should be elevated to the level of a history-making event, because it records our generation's commitment, come what may, to build a future of peace and unity for the Africa of tomorrow.

I am therefore cheered to see Madagascar join us on this road of difficult times, knowing that by investing in our organization, it has now placed itself on the starting line for that great race toward the future which we absolutely must win.

With you, therefore, and now also with ANTA ["TARATRA" NATIONAL INFORMATION AGENCY], we are taking these first steps toward the conquest of the future, and I thank you for having signed this agreement establishing PANA on behalf of your government.

Earlier, Minister Bruno Rakotomavo had thanked the director general of PANA for accepting Madagascar as the 29th member of the organization. He also wished it complete success in its task, which consists basically of strengthening the solidarity of the African countries.

He had added that thanks to PANA, the Democratic Republic of Madagascar would be able to play a more important role in the field of information.

## BRIEFS

NEW MOBILE TELEPHONE--The Copenhagen Telephone Company has now also begun selling and renting car telephones. The company has chosen the Dancall 7,000 model, produced by Dancall, Inc. at Pandrup. Thanks to the cooperation with the Copenhagen Telephone Company, the enterprise at Pandrup has been able to expand its staff to 90 members. The reason why the Copenhagen Telephone Company has chosen this very model is that it has properties which guarantee its future. It has, among other things, a memory of 49 telephone numbers and has a built-in loudspeaker in the receiver. In 1987, the mobile telephone system will be expanded to 1,000 channels. At present, 18,000 mobile telephones are in operation. By the mid-nineties, the figure is expected to increase to 100,000 subscribers. [Text] [Copenhagen BERLINGSKE TIDENDE in Danish 5 Apr 84 Sect III p 2]

ELECTRONIC 'PHONE BOOK' INTRODUCED--The firm of Peter W. Holm is now introducing a number transmitter, which, in popular language, is a computer-controlled phone book which is both capable of memorizing a number and calling it. The electronic phone book has a capacity of 252 phone numbers of up to 20 digits. [Text] [Copenhagen BERLINGSKE TIDENDE in Danish 5 Apr 84 Sect III p 4]

7262

CSO: 5500/2649

VELEC: SMALL INDUSTRY CAPTURES FIBER OPTIC, SATELLITE TV MARKET

Paris LES ECHOS in French 8 Mar 84 p 2

[Article by Valerie Lecasble: "VELEC, the small industry which is scaring the big ones."]

[Text] On Monday, 6 March, LES ECHOS started reporting on an investigation which, over a period of 6 weeks, will describe about 30 companies which have succeeded in effecting a change within an environment which is reputed to be difficult.

The objective of this series is to highlight those which are able to evolve and prove that it is possible to win at a time when the restructuration of such ailing traditional areas as steel, coal, and naval construction create a very depressing atmosphere.

How do they manage to succeed? This is what we went to talk to them about. After Jeumont-Schneider, BSN, and L'OREAL, today it is VELEC'S turn.

Who is VELEC? VELEC, the small industry which made all large companies competing in France in the distribution of cable-TV. tremble. VELEC, which succeeding in pillorying Thomson, CGE, Philips, Saint-Gobain, and other great names of industry, in a treasure race worth several billion Francs.

VELEC, who was able to respond to a request for bids from the French PTT (Post Office) better, sooner, and with a lower quote than the others.

VELEC is an affiliate of Van de Putte et fils, a textile company from the north of France, otherwise unremarkable, which could have been found in a Zola novel, and where the bosses are known as Mr Emile or Mr Philippe since their family name alone is not enough to tell them apart.

It all started in 1869, with the founding of a woollens business. Everything went so well that in 1983, Van de Putte achieved a revenue of FF 750 million from textiles, divided among marketing, textile mills, and hosiery. In the meantime however Mr Emile, as he is known, managed to diversify his activities in order to protect against the crisis in the textiles industry.

Because Norbert Segard, the former-secretary of state for the PTT, came from the North and because, during a Rotary Club meeting, he expressed surprise to his friend Van de Putte about the absence of electronics industry in the area, VELEC was created in 1960, at the outset with, the hiring of one engineer, J -P. Forest, who is still at the head of the company today.

"We fumbled a lot in the beginning" acknowledges Philippe Van de Putte, one of Emile's sons. At least until 1968, several attempts in the area of medical electronics flopped. Then, on the advice of TDF, VELEC purchased Sefat, a small industry in Besancon with 10,000 television sets in their inventory. The idea arose to manufacture television sets, but it ended in failure. Until the purchase of Desmet, a "ghost" company, forgotten by all, and condemned to slow down its activities. When the prefect of the Department of the North suggested to the Van de Putte to try to salvage the company in order to save 150 jobs in the area, the family was not enthusiastic. But synergy soon took place between the businessman and the producer.

Today, Desmet produces 30,000 television sets a year, which are sold to chain discount stores which re-market them under the names Darty or Castorama, for example.

There is no direct link with VELEC, but a significant factor: little by little, the company acquired its know-how in the television market. For the next 7 or 8 years, they produced repeaters almost exclusively and equipped almost half of France. In order to strengthen their position in the professional area, they then branched out in the areas of video displays and illuminated street signs.

In the last few years, however, the hobby, really an obsession of the 50 VELEC engineers, became mass market television, including all the possibilities offered by cablevision and satellites. "We have been developing interactive fiber optics transmission (query-response systems) for the last two years, and two antenna and decoding systems for satellite reception for the last three."

Philippe Van de Putte finds all this quite natural. While government agencies and large industrial concerns are tearing their hair out over their inability to reach an agreement on a type of fiber that would be both technically and financially acceptable, VELEC, along with CGCT, is ready to deliver the first 160,000 connectors ordered by the PTT.

"We met with two large problems", admits Philippe Van de Putte, "the splicing of fiber optic sections is a very delicate problem, but more importantly, we had to get ourselves recognized by the PTT. This was no easy job. To convince a ponderous government agency that a small industry is capable of

satisfying such a considerable market, this is a concept which disturbs a lot of acquired ideas. We also had to compromise a lot, and include into the deal CGCT, where jobs were being threatened."

Philippe Van de Putte is planning to invest FF 44 million in VELEC, raise its revenue from FF 110 million to FF 450 million within the next two years, create 350 jobs, buy new machinery, and construct a new building in order to expand his facility.

A quite incredible and symbolic facility, where a simple fire-door separates enormous wool-spinning machines from modern electronic equipment. Everything, however, will not be easy, and financial partners are being sought: IDI, CCF (Credit Commercial de France), or Worms Bank.

"Monsieur Philippe", a textiles man steeped in the culture of Northern France, a lover of the city of Tourcoing, headquarters of his company and of his region, looks to the future with confidence. The same confidence shared by all those who have been able to redirect their activities at the right time.

#### 1983 FIGURES

- Total Revenue of the Van de Putte Group..... FF 1 billion  
     Including: Textiles..... FF 750 million  
             VELEC..... FF 110 million
- Gross Self-financing Margin..... FF 37 million
- Net Profit..... FF 10 million
- Total Workforce..... FF 2000 employees  
     Including VELEC plus Subcontractors..... 520 employees

7445

CSO: 5500/2635

# MATRA TO REORGANIZE TELECOMMUNICATIONS BRANCH

Paris ELECTRONIQUE ACTUALITIES in French 10 Feb 84 p 14

[Article by D. Levy]

/Text/ Matra is preparing to reorganize its telecommunications branch which, after abandonment of its peritelephony activities last June, is engaged in restructuring the group along two strategic product lines: terminals and radiotelephony. In these two sectors, the emphasis in 1984 will be placed on diversification of telephones for the mass market and continuation of the radiotelephony program whose start-up is expected in 1985, with a forecast of sales totaling 300 million francs.

This program concerns the "RTA" system, of the cellular type with national coverage, whose announced start-up date will be 1985, the marketing of "Radiocom 200" mobile equipment, a single-center system developed by Matra for the Paris region and the response, within the framework of the French-German consotium to the "S-900" consultation, for the supplying of 900 MHz cellular radiotelephones in France and the FRG.

Matras' telecommunications branch, consisting of the activities within the head company and those of its subsidiaries, TEMAT, TPL (Telephone Picart Lebas) and RADIOCOM, had a sales volume in 1983 of a bit more than 1 billion francs (compared to 850 Million francs in 1982) and a workforce of 2,900 employees.

Reportedly, the planned reorganization will provide for the regrouping of telecommunications activities into two sections: one consisting of TEMAT and professional television equipment and the other made up of TPL and RADIOCOM.

Through TEMAT (a sales volume of 600 million francs), the number one manufacturer of telephone sets (with 2 million telephone sets per year), Matras is **attacking the mass market** for telephones with the "TM-1," which has been on sale throughout France since last October. "TM-1's" success (over 10,000 telephones delivered in 3 months) in effect opens the way to a series of highly automated, massproduced models. Simultaneously, successful acceptance tests were conducted for the PTT /Posts and Telecommunications/ by the administration on prototypes of the "T- 83" telephone.

## 14,000 Display Terminals per Month

TEMAT's other major activity is display terminals which as a whole represents one-fourth of its sales volume (compared to three-fourths for telephones).

This line of products includes ASCII terminals destined for the private market in France and the United States (distribution agreement with Tymshare covering a firm and provisional total of 560,000 terminals), videotex terminals (including a PTT order of 100,000 "Minitel" now being delivered) and a compatible ASCII-Videotex "820." In this sector, effort is being made to extend the functions and to obtain a competitive cost by expanding mass production. From 3,000 to 4,000 ASCII terminals per month, production is about to increase to 10,000 units with deliveries of the "Minitel" and will increase to 13,000-14,000 terminals during the remainder of the year. Matras' goal in this sector is 20,000 terminals per month.

In addition to terminals, Matras is interested in videotex systems (the first network has just been installed in Kuwait). In this sector, the company is moving toward development of a product line for business, in cooperation with Telesystemes within the framework of the GIE SVI.

## 300 Million Francs on Radiotelephony

Matras' professional television department recently came out with three new pieces of equipment which have enabled it to greatly increase its sales. These equipments are: a multitranscoder/coder (of signals per PAL and SECAM standards), a digital image memory (translance and synchronization of magnetoscopic images) and a video corrector (correction of colorimetry).

In the second section, which will be put in place around TPL and RADIOCOM, radiotelephony activity reportedly will experience spectacular development in the next few years, alongside private commutation systems. Within the TPL, these commutation systems (330 million francs in sales) are limited to small capacities (less than 60 lines) which nonetheless represent nearly half the total market for PABX. As regards large-capacity commutation systems, a commercial agreement has been signed with Jeumont-Schneider. Let us remember that a few months ago TPL signed a distribution agreement for its "Pl 20E" electronic intercom system in the United States involving 100,000 lines (\$30 million).

"Matra, which is a young telecommunications company, could not choose commutation or transmission as its strategic points of emphasis. Also it has opted for radiotelephony, a new sector, where all manufacturers are taking off on about the same foot of equality (as regards new technologies), and thus the market is going to experience considerable progress," we were told by Mr Remy, director of Matras' telecommunications branch. In this sector, Matra, which has quickly acquired 30 percent of the French market for private business networks, is now setting its sights on a sales volume of 300 million francs in 1985.

In 1981, the PTT gave Matra a contract for the definition, conception and installation of the "RTA" system, a cellular radiotelephone for nationwide use, the start-up of which is scheduled for 1985. This is a UHF/VHF, multi-center system which does not, however, ensure the continuity of communications beyond the range of "cellular radiotelephones: (15 to 30 km radius). Designed for business, the "RTA" offers a capacity of 500 relay stations (ordered by the PTT at a rate of 100 per year) permitting the reception of 500,000 mobile phones, over time.

Matra will offer mobile phones in competition with other manufacturers. Three kinds of service will be offered to users; private service, destined for the business sector; public service, in the form of car telephones; and mixed service (equipment belonging to a private network and having access to the public telephone network). Over 120 persons are working at Matra on the development of the "RTA".

Simultaneously, to give immediate response to the needs of users in the Paris region, Matra has developed a "Radiocom 200" single-center system for the PTT. This "RTA" pilot system, conceived and developed in less than a year, was made available to users at the end of 1982. A relay station was installed in Paris and another is to be built at Bois d'Arcy in the near future. Over 1,000 vehicles have already been equipped. The system reportedly will also be used to service Lyon and Marseilles.

Finally, Matra has decided to respond, within the framework of a French-German consortium (it is known that Bosch will be its partner), to the "S-900" consultation with the supplying of 900 MHz cellular radiotelephone systems to the French and German PTTs.

8143

CSO: 5500/2643

## TELECOM 1 SATELLITE READY FOR TRANSPORT TO KOUROU

Paris LES ECHOS in French 21 Mar 84 p 8

[Text] Telecom 1, the first French telecommunications satellite, is going through the last checks at MATRA [Mechanics, Aviation, and Traction Company or Missiles Company], the project manager, at Toulouse, before being moved to Kourou in Guyana, where it will be launched in July by means of Ariane on a stationary earth orbit 36,000 kilometers from the earth. This is the first of a program of three satellites whose total price tag, including ground stations, was Fr3 billion.

Its civilian payload, made by Thomson, will have to accomplish three missions: providing data transmission links between enterprises, such as teleconference or telemail, for example; providing telephone and television service for the overseas departments; and finally, serving as support for the development of video communications.

Its military payload, the first ever on a French satellite--which, with the help of the Syracuse network, provides for communication between the Navy and France--was built by the American company Ford Aerospace.

This is because the French manufacturers felt that the cost of developing a single payload was too high and that it would be better to leave the job to those who know what they are doing. As for the future, we shall see later on.

"To be competitive against the Americans, you have to control the margin. We want to have the capability of calculating all elements of the satellite: Hughes, Ford, or RCA are capable of designing a satellite 100 percent," it was believed at MATRA. In the future however, the company wants to take a much closer look at the subcontractors. "SATCOM-Internationa, which since 1982 has essentially been combining the activities of MATRA and British Aerospace, was established for this purpose. The main idea was to become the number one European outfit in this field.

Competition is stiff. That applies to prices and technologies. France is a little bit underweight when it comes to dealing with the Americans who work around the clock to make super-sophisticated equipment profitable. Exports constitute the proof of France's poor performance.

A big satellite TV contract is currently under discussion with China, for example. And the Americans and Germans are very well placed. "We will make it some day," one of the MATRA board members said nevertheless quite forcefully. "In Mexico--a market which we were unable to win for ourselves--we nevertheless managed to bring the Hughes prices down 20 percent."

Perseverance and time--MATRA is looking forward to walking away with six export programs over the next 5 years.

5058

CSO: 5500/2638

## BRIEFS

**CIT-ALCATEL LOSES CYPRIAN CONTRACT**--The Federal Export-Import Bank of the United States has granted an extensively subsidized loan to prevent the French company CIT-Alcatel from grabbing a big order in Cyprus which instead was obtained in the end by a Florida electronics firm, it was learned in Washington on Saturday. This loan, it was emphasized by Exim Bank President William Draper, is intended to counter the "unfair financing transaction for this export deal by France" and "to discourage other similar actions by foreign governments." The sale of electronic communications equipment to the National Telephone Company of Gyprus, for several million dollars, saw two companies bidding against each other: the French company CIT-Alcatel and the Stromberg Carlson Company of Lake Mary, Florida. To make sure that this American company would get the contract, the Exim Bank, an American public institution, offered a loan at an interest rate of 7.62 percent, repayable over a period of 20 years, with 10 years of grace, covering the entire contract. The amount of this contract might reach \$25 million. [Text] [Paris LES ECHOS in French 12 Mar 84 p 6] 5058

**NEW MODEL EUTELSAT SATELLITE**--Eutelsat, the European satellite communications organization, will get an "intermediate-generation satellite" whose first unit should be launched in 1989, Eutelsat announced in a communique. Christened "ECS-A," this satellite will follow its three predecessors of the "ECS 1-F" series whose first--launched by "Ariane" on 16 June 1983 and operational as of 12 October--will be followed by two others that should be placed in orbit--likewise by "Ariane"--in July 1984 and August 1985. The new satellite will be equipped with 16 repeaters (instead of 12) on the "ECS 1-F" models and will supply all services offered by the first generation (telephone, telex, data transmission, television, and business connections). [Text] [Paris LES ECHOS in French 20 Mar 84 p 9] 5058

**FRENCH CABLE TV NETWORK**--The first draft agreement, at the national level, for installing a cable TV network was signed in Rennes on 3 February by Edmond Herve, Secretary of State for Health, mayor of the city, and Bernard Schreiner, leader of the interministerial program in charge of the project. The city of Rennes, which is the first of the twelve pilot cities involved in the development of cable TV to sign such an agreement--which includes financial aid for a feasibility study--has had a network of subscribers involving three neighborhoods since 1973. This has never been utilized,

however, but it will allow the initial installation of 4,500 coaxial outlets between now and the start of 1985. After that, 5,172 other dwellings will be connected with a "mixed" system--coaxial transport and optical fiber distribution, the latter being used for the final cabling of the whole city of Rennes. The investment required to install this network, which will include 15 channels--including three of the present channels and possibly one for "channel plus," if a national agreement is concluded with the local TV broadcasting networks--will be estimated following a preliminary investigation which will last until July. The final cost will also be determined by the city--which is in charge of the project--according to the cost of making the programs available. [Text] [Paris AFP SCIENCES in French 9 Feb 84 p 35] 8838

MICROWAVE STATION DEEMED UNFEASIBLE--If France can manage to arrive at a satisfactory agreement with Luxembourg, it will as scheduled launch and operate, at the end of 1985 and the beginning of 1986, the direct television satellite system which has been under development since 1979 with the FRG. Secretary of State for Communications Techniques Georges Fillioud on Tuesday confirmed that this was not a question "of changing horses in midstream" and backing out of this project. "If there are technical improvements to be made, there will be time during the next phases in the satellites which will be launched later on," the minister emphasized, who, in the company of Mr Louis Maxendeau, the minister of PTT [Posts, Telegraph, and Telephone], and Mr Francois Schoeller, president of Telediffusion de France, inaugurated the new optical-fiber link between the Cognacq-Jay center in Paris and the Eiffel Tower. To think--as did Mr Dondoux, that it is still possible for France to achieve a great increase in television systems by microwave--"makes no sense at all," it was noted. "France," it was said, "is that country of the world which has pushed the ground microwave network. The launch of the Plus Channel was made possible only through the conversion of the old VHF network of the first chain. It will at any rate be difficult for the new chain to cover more than 80 percent of French space." [Text] [Paris LES ECHOS in French 21 Mar 84 p 8] 5058

CSO: 5500/2638

END